

DIOR/PO1-69



# 100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS

Fiscal Year 1969

DEPARTMENT OF DEFENSE  
OASD (COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS

AD-4953946

# 100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS

## LISTED ACCORDING TO NET VALUE OF MILITARY

### PRIME CONTRACT AWARDS

Fiscal Year 1969

Corporate acquisitions and mergers in FY 1969 continued to affect the makeup of the DOD list of 100 companies which together with their subsidiaries were awarded the largest dollar volume of military prime contracts of \$10,000 or more. These 100 companies accounted for \$25.2 billion, or 3.8% less than in FY 1968, while total awards to all United States companies were down by 5% to \$36.9 billion. The top 100 companies received 68.2% of the FY 1969 total compared with 67.4% in the previous year. Contributing to the higher percentage awarded the top 100 companies was not only corporate restructuring, but also increases in the procurement of ammunition and of missile and space systems, highly concentrated industries, while concurrent decreases were being experienced in the procurement of clothing/textiles and other commercial type items.

The following table shows that the first five companies received 18.9% of the total received by all U. S. companies in FY 1969. This was lower by 1.7 percentage points than was recorded in FY 1968; however, the percentage for the next 20 companies totaled 25.9% or almost 1% more than in FY 1968. The largest company in FY 1969 received awards aggregating \$2,040 million compared with \$2,239 million for the largest in FY 1968. To get on the list in FY 1969 required \$48 million in awards, against \$50 million in FY 1968.

<u>Companies</u>	<u>Percent of U. S. Total</u>			
	<u>FY 1966</u>	<u>FY 1967</u>	<u>FY 1968</u>	<u>FY 1969</u>
1st	4.6%	5.4%	5.8%	5.5%
2nd	3.5	4.7	4.8	4.4
3rd	3.4	4.6	3.8	3.4
4th	3.4	3.3	3.4	2.9
5th	2.7	2.8	2.8	2.7
1 - 5	17.6%	20.8%	20.6%	18.9%
6 - 10	9.0	8.8	9.3	10.1
11 - 25	16.4	14.9	15.7	15.8
1 - 25	43.0%	44.5%	45.6%	44.8%
26 - 50	12.1	11.6	11.5	12.1
51 - 75	5.4	6.1	6.6	7.3
76 - 100	3.3	3.3	3.7	4.0
1 - 100	63.8%	65.5%	67.4%	68.2%

The FY 1969 list of the top 100 companies shows 12 companies which did not appear on the list for FY 1968. Of these, 2 appear between positions 51 and 75 and the remaining 10 between positions 76 and 100.

Companies Listed in FY 1969  
But Not in FY 1968

Aluminum Company of America  
Atlantic Richfield Co.  
Dynalectron Corp.  
Firestone Tire & Rubber Co.  
Flying Tiger Line, Inc.  
Hidde (Walter) & Co. Inc.  
Le Tourneau, R. G., Inc.  
National Gypsum Co.  
Southern Airways, Inc.  
Talley Industries, Inc.  
Tumpane Co.  
Whittaker Corp.

Companies Listed in FY 1968  
But Not in FY 1969

Aerodex Inc.  
Atlas Chemical Industries, Inc.  
Automatic Sprinkler Corp. of America  
Condec Corp.  
Emerson Electric Co.  
Intl. Harvester Co.  
Johns Hopkins University (N)  
Lykes Corp.  
Mason & Hanger Silas Mason Co.  
Susquehanna Corp.  
Vinnell Corp.

Of the 88 companies appearing in both the FY 1968 and FY 1969 lists, 49 bettered their position, 33 were in a lower position and 6 showed no change. Companies are considered as appearing on the list in both years despite mergers and name changes if a major component of a newly constituted company made the list in both years.

The greatest positive change occurred for Teledyne, Inc. which went from 67th place last year to 22nd place this year, the result of the acquisition by Teledyne of the Ryan Aeronautical Company. Other companies with major position changes were: Federal Cartridge Corp. from 82nd to 49th; Harris-Intertype Corp. from 96th to 80th; Kaiser Industries Corp. from 18th to 45th and The Signal Companies, Inc. from 36th to 71st place.

In addition to the turnover indicated above, the following changes affecting companies on the FY 1969 list were noted: Newport News Shipbuilding & Dry Dock Co., a shipbuilder and producer of heavy machines and equipment was merged into Tenneco, Inc., a gas transmission, investment, chemical and paper company. General Precision Equipment Corp., an instrument manufacturer was merged into Singer Co., a sewing and business machine producer. Ryan Aeronautical Co., a producer of aircraft and electronic navigation and missile components was acquired by Teledyne, Inc., a supplier of scientific research products, electronics and a specialty metals producer. McLean Industries, Inc., a ship line and freight transportation holding company and Reynolds Tobacco Co., a maker of tobacco products merged into Reynolds Industries, Inc. Crucible Steel, a maker of stainless and specialty steel was merged into Colt Industries, Inc., a producer of gas-turbine fuel pumps, machinery, small arms and aircraft and missile components. Vitro Corp. of America, a provider of electronic equipment and missile systems engineering was acquired by Automation Industries, Inc., a maker of instruments and aerospace parts.

Other changes of note were: the merger of General Time into Talley Industries Inc.; the merger of Sinclair Oil Corp. into Atlantic Richfield Co.; the acquisition of U. S. Lines by Walter Kidde & Co. Inc. and the relinquishment by the Martin Marietta Corp. of its holdings in the Bunker Ramo Corp.

Although the work of many companies on the list involves more than one procurement category, each company has been assigned in the table below to the procurement category that accounts for its largest dollar volume of Defense awards. For example, Ling Temco Vought, Inc. is a multi-industry company producing steel, food, aerospace systems, electronics, etc. For this table it is assigned to "Missiles", the procurement category accounting for its largest dollar volume of awards.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1968</u>	<u>FY 1969</u>	<u>Change</u>
Aircraft	22	21	-1
Missiles	12	11	-1
Ships	2	2	-
Tank-Automotive	7	5	-2
Weapons	2	1	-1
Ammunition	22	24	+2
Electronics	14	14	-
Services	12	14	+2
Construction	1	1	-
Petroleum	6	7	+1

Four of the five companies receiving awards of more than \$1 billion in FY 1968 reached that level again in FY 1969; however, the total volume of awards to these four companies was \$726 million below the FY 1968 volume. The five leading companies and a brief description of their more important Defense work are as follows:

Lockheed Aircraft Corp. moved into first place on the list with \$2,040 million, or 5.5% of the total. Last year, in second place, this company received \$1,870 million, for a percentage of 4.8%. This company's major aircraft contracts included the C-5A Galaxy Jet Transport, the Cheyenne Combat Helicopter (in May 1969 the Army cancelled the production contract awarded in 1968) and the P-3 Orion Patrol Bomber. Missile activities included the Poseidon.

General Electric Co. whose contracts totaled \$1,621 million, or 4.4% of the total, moved into second place on the list. This compares with \$1,489 million, or 3.8% of total for FY 1968. Aircraft engines, principally for the C-5A Galaxy, were an important part of this company's effort. Ordnance contracts were for various types of guns and guidance control systems for missiles. There also were substantial contracts for nuclear propulsion systems for ships.

General Dynamics Corp., the leader last year, slipped to third place with \$1,243 million, or 3.4% of total. The FY 1968 volume for this company was \$2,239 million, and its percentage was 5.8% of total. The company received contracts for aircraft, missiles and ships. Aircraft contracts were principally for the F-111 fighter aircraft. Awards for ships were for new construction of submarines. Missile contracts were for components and systems.

McDonnell Douglas Corp., in fifth place last year, ranked fourth this year. For FY 1969, contract awards to this company totaled \$1,070 million, or 2.9% of total. Last year total awards amounted to \$1,101 million, or 2.8% of total. The aircraft contracts of this company include the F-4 Phantom series of fighter and reconnaissance aircraft. Additionally, substantial awards were obtained for the development of the Manned Orbiting Laboratory.

United Aircraft Corp., in fifth place received contracts for \$997 million, or 2.7% of total. Last year this company obtained \$1,321 million, or 3.4% of total. The prime contracts work of this company is in the production of aircraft, engines and spare parts. The major aircraft contracts were for helicopters, principally the Flying Crane, Sea King and Sea Stallion.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE  
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1969

RANK	PARENT COMPANY	RANK	PARENT COMPANY
76.	AEROSPACE CORP (N)	98.	LETOURNEAU R G INC
83.	ALUMINUM COMPANY OF AMERICA	7.	LING TEMCO VOUGHT INC
61.	AMERICAN MACHINE + FOUNDRY CO	21.	LITTON INDUSTRIES, INC
66.	AMERICAN MFG CO OF TEXAS	1.	LOCKHEED AIRCRAFT CORP
6.	AMERICAN TELEPHONE + TELEGRAPH CO	50.	MAGNAVOX CO
40.	ASIATIC PETROLEUM CORP	25.	MARTIN MARIETTA CORP
92.	ATLANTIC RICHFIELD CO	67.	MASSACHUSETTS INSTITUTE TECHNOLOGY (N)
78.	AUTOMATION INDUSTRIES, INC	4.	MCDONNELL DOUGLAS CORP
13.	AVCO CORP	41.	MOBIL OIL CORP
34.	BENDIX CORP	77.	MOTOROLA INC
9.	BOEING CO	85.	NATIONAL GYPSUM CO
94.	CESSNA AIRCRAFT CO	69.	NATIONAL PRESTO INDUSTRIES INC
59.	CHAMBERLAIN MFG CORP	33.	NORRIS INDUSTRIES
53.	CHRYSLER CORP	8.	NORTH AMERICAN ROCKWELL CORP
64.	CITY INVESTING CO	36.	NORTHROP CORP
44.	COLLINS RADIO CO	20.	OLIN MATHIESON CHEMICAL CORP
62.	COLT INDUSTRIES, INC	54.	PACIFIC ARCHITECTS + ENGINEERS INC
90.	CONTINENTAL AIR LINES INC	39.	PAN AMERICAN WORLD AIRWAYS INC
88.	CONTROL DATA CORP	23.	R C A CORP
72.	CURTISS WRIGHT CORP	28.	RAYMOND MORRISON KNUDSEN (JV)*
47.	DAY + ZIPPERMAN INC	11.	RAYTHEON CO
31.	DUPONT E I DE NEMOURS + CO	75.	REYNOLDS (RJ) INDUSTRIES, INC
97.	DYNALECTRON CORP	55.	SANDERS ASSOCIATES INC
63.	EASTMAN KODAK CO	82.	SEATRAN LINES INC
32.	F M C CORP	71.	SIGNAL COMPANIES INC (THE)
43.	FAIRCHILD HILLER CORP	58.	SINGER CO
49.	FEDERAL CARTRIDGE CORP	95.	SMITH INVESTMENT CO
81.	FIRESTONE TIRE + RUBBER CO	100.	SOUTHERN AIRWAYS INC
99.	FLYING TIGER LINE INC	12.	SPERRY RAND CORP
19.	FORD MOTOR CO	42.	STANDARD OIL CO OF CALIF
3.	GENERAL DYNAMICS CORP	24.	STANDARD OIL CO (NEW JERSEY)
2.	GENERAL ELECTRIC CO	74.	STATES MARINE LINES INC
10.	GENERAL MOTORS CORP	96.	SVERDRUP + PARCEL + ASSOCS INC
46.	GENERAL TELEPHONE + ELECTN CORP	38.	T R W INC
26.	GENERAL TIRE + RUBBER CO	79.	TALLEY INDUSTRIES, INC
57.	GOODYEAR TIRE + RUBBER CO	22.	TELEDYNE INC
17.	GRUMMAN AIRCRAFT ENGINEERING CORP	30.	TENNECO INC
68.	GULF OIL CORP	52.	TEXACO INC
80.	HARRIS-INTERTYPE CORP	48.	TEXAS INSTRUMENTS INC
73.	HARVEY ALUMINUM INC	16.	TEXTRON INC
86.	HAZELTINE CORPORATION	51.	THIokol CHEMICAL CORP
35.	HERCULES INC	93.	TUMPAINE CO INC
18.	HONEYWELL INC	37.	UNIROYAL INC
14.	HUGHES AIRCRAFT CO	5.	UNITED AIRCRAFT CORP
84.	HUGHES TOOL CO	56.	UNITED STATES STEEL CORP
27.	INTL BUSINESS MACHINES CORP	87.	WESTERN UNION TELEGRAPH CO
29.	INTERNATIONAL TELEPHONE + TEL CORP	15.	WESTINGHOUSE ELECTRIC CORP
45.	KAISER INDUSTRIES CORP	89.	WHITE MOTOR CORP
70.	KIDDE WALTER + CO INC	65.	WHITTAKER CORP
60.	LEAR SIEGLER INC	51.	WORLD AIRWAYS INC

\* Raymond International, Inc; Morrison-Knudsen Co., Inc; Brown & Root, Inc;  
& J. A. Jones Construction Co.

(N) Non-Profit  
(JV) Joint Venture

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO  
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1969  
(1 JULY 1968 - 30 JUNE 1969)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL <u>a/</u>	\$36,888,601 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <u>b/</u>	25,175,240 =====	68.25	68.25
1.	LOCKHEED AIRCRAFT CORP LOCKHEED SHIPBUILDING CONSTRUCTION VENTURA MFG CO	2,004,423 35,752 61		
	TOTAL	2,040,236	5.53	5.53
2.	GENERAL ELECTRIC CO GENERAL ELECTRIC SUPPLY CO	1,619,095 1,680		
	TOTAL	1,620,775	4.39	9.92
3.	GENERAL DYNAMICS CORP DYNATRONICS INC STROMBERG CARLSON CORP STROMBERG DATAGRAPHS, INC UNITED ELECTRIC COAL CO	1,228,903 448 10,680 2,879 145		
	TOTAL	1,243,055	3.37	13.29
4.	MCDONNELL DOUGLAS CORP ADVANCED COMMUNICATIONS, INC CONDUCTION CORP HYCON MFG CO TRIDFA ELECTRONICS INC	1,031,752 524 32,021 4,862 584		
	TOTAL	1,069,743	2.90	16.19
5.	UNITED AIRCRAFT CORP	997,380	2.70	18.89
6.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + POTOMAC TELEPHONE CO ILLINOIS BELL TEL CO MOUNTAIN STATES TEL + TEL CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	152,349 13,939 217 1,688 564 578 52 236 270 145 172 2,325 1,729 16,926 723,389		
	TOTAL	914,579	2.48	21.37
7.	LING TEMCO VOUGHT INC ALTEC SERVICE CO BRANIFF AIRWAYS INC	26,554 32 43,327		

Rank	Companies	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
7.	LING TEMCO VOUGHT INC			
	COMPUTER TECHNOLOGY, INC	54		
	CONTINENTAL ELECTRONICS MFG CO	3,895		
	JEFFERSON WIRE + CABLE CORP	138		
	JONES + LAUGHLIN STEEL CORP	2,803		
	KENTON HAWAII LTD	15,448		
	L T V ELECTROSYSTEMS	182,160		
	L T V AEROSPACE CORP	617,706		
	L T V LING ALTEC INC	770		
	OKONITE CO THE	997		
	SERVICE TECHNOLOGY CORP	10,645		
	STACO, INC	11		
	TAMAR ELECTRONICS INDUSTRIES, INC	125		
	WILSON + CO INC	9,154		
	WILSON SPORTING GOODS CO	295		
	TOTAL	914,114	2.48	23.95
8.	NORTH AMERICAN ROCKWELL CORP	673,840		
	MORSE CONTROLS, INC	201		
	REMMERT-WERNER, INC	134		
	TOTAL	674,175	1.83	25.68
9.	BOEING CO	653,638	1.77	27.45
10.	GENERAL MOTORS CORP	584,407		
	FRIGIDAIRE SALES CORP	32		
	TOTAL	584,439	1.58	29.03
11.	RAYTHEON CO	542,817		
	EDEX CORP	15		
	HEATH D C + CO	25		
	MACHLETT LABORATORIES INC	3,470		
	MICRO STATE ELECTRONICS CORP	102		
	RAYTHEON EDUCATION CO	73		
	SEISMOGRAPH SERVICE CORP	270		
	TOTAL	546,772	1.48	30.51
12.	SPERRY RAND CORP	467,861	1.27	31.78
13.	AVCO CORP	456,054	1.24	33.02
14.	HUGHES AIRCRAFT CO	438,756		
	MEVA CORP	260		
	TOTAL	439,016	1.19	34.21
15.	WESTINGHOUSE ELECTRIC CORP	424,175		
	ELECTRO INSULATION, INC	15		
	K-W BATTERY CO	197		
	SANFORD MARINE SERVICES, INC	67		
	THERMO KING CORP	294		
	THERMO KING SALES + SERVICE	12		
	URBAN SYSTEMS DEV CORP	2,911		
	WESTINGHOUSE ELECTRIC INTL, SA	278		
	WESTINGHOUSE ELECTRIC SUPPLY CO	886		



RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
15.	WESTINGHOUSE ELECTRIC CORP WESTINGHOUSE LEARNING CORP	723		
	TOTAL	429,558	1.16	35.37
16.	TEXTRON INC	13,776		
	ACCESSORY PRODUCTS CO	29		
	AETNA BEARING CO, INC	34		
	BELL AEROSPACE CORP	412,700		
	CAMCAR SCREW + MFG CO	140		
	FAFNIR BEARING CO	542		
	TEXTRON ELECTRONICS INC	606		
	TOWNSEND CO	435		
	WALKER-PARKERSBURG	17		
	WATERBURY FARREL	11		
	TOTAL	428,290	1.16	36.53
17.	GRUMMAN AIRCRAFT ENGINEERING CORP	417,052	1.13	37.66
18.	HONEYWELL INC	405,575	1.10	38.76
19.	FORD MOTOR CO PHILCO FORD CORP	67,202 329,131		
	TOTAL	396,333	1.07	39.83
20.	DLIN MATHIESON CHEMICAL CORP	354,359	0.96	40.79
21.	LITTON INDUSTRIES, INC	14,586		
	AERO SERVICE CORP	200		
	ALLIS (LOUIS) CO	220		
	AMERICAN BOOK CO	24		
	BIONETICS RESEARCH LABORATORIES	213		
	CLIFTON PRECISION PRODUCTS CO	11		
	INGALLS SHIPBUILDING CORP	1,052		
	KINBALL SYSTEMS, INC	27		
	LITTON PRECISION PRODS INC	8,524		
	LITTON SYSTEMS INC	291,890		
	MONROE INTERNATIONAL INC	127		
	NEW BRITAIN MACHINE CO	208		
	STREATER INDUSTRIES, INC	20		
	TOTAL	317,102	0.86	41.65
22.	TELEDYNE INC	62,559		
	ADCON INC	277		
	AMELCO, INC	3,816		
	BROWN ENGINEERING CO, INC	3,256		
	COLUMBIA STEEL + SHAFTING CO	39		
	COLUMBIA-SUMMERILL CORP	27		
	CONTINENTAL AVIATION + ENGR CORP	38,116		
	CONTINENTAL DEVICE CORP	56		
	CONTINENTAL MOTORS CORP	64,897		
	ELECTRO DEVELOPMENT CO	33		
	GEOTECHNICAL CORP	93		
	GETZ WILLIAM CORP	105		
	GILL ELECTRIC MFG CORP	755		
	GURLEY (W+LE)	308		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
22.	TELEDYNE INC			
	H+H ENGINEERING CO	20		
	HYDRA POWER CORP	289		
	ISOTOPES INC	1,103		
	KINETICS CORP	122		
	KING METAL PRODUCTS, LTD	24		
	MCKAY CO	63		
	MICRONETICS INC	70		
	MILLIKEN D B CO INC	217		
	MONARCH RUBBER CO	74		
	ORDNANCE SPECIALTIES INC	135		
	PACKARD HELL ELECTRONICS CORP	5,906		
	PINES ENGINEERING CO, INC	14		
	REPUBLIC MFG CO	119		
	RYAN AERONAUTICAL CORP	121,233		
	TECHDATA, LTD	37		
	THERMATICS INC	13		
	WAH CHANG CORP	55		
	WISCONSIN MOTOR CORP	4,698		
	TOTAL	308,455	0.84	42.49
23.	R C A CORP	298,868		
	NATIONAL BROADCASTING CO, INC	13		
	RCA DEFENSE ELECTRONICS CORP	91		
	RCA INSTITUTES INC	20		
	TOTAL	298,992	0.81	43.30
24.	STANDARD OIL CO (NEW JERSEY)			
	AMERICAN CRYOGENICS INC	85		
	ENJAY CHEMICAL CO	216		
	ESSO A G	1,302		
	ESSO INTERNATIONAL CORP	151,098		
	ESSO PETROL CO LTD	66		
	ESSO RESEARCH + ENGINEERING CO	885		
	ESSO STANDARD EASTERN INC	224		
	ESSO STANDARD ITALIANA	2,463		
	ESSO STANDARD OIL CO S A	5,001		
	ESSO STANDARD THAILAND LTD	78		
	HUMBLE OIL + REFINING CO	129,635		
	TOTAL	291,053	0.79	44.09
25.	MARTIN MARIETTA CORP	264,279	0.72	44.81
26.	GENERAL TIRE + RUBBER CO	8,307		
	AEROJET DELFT CORP	272		
	AEROJET GENERAL CORP	212,924		
	BATESVILLE MFG CO	41,154		
	FRONTIER AIRLINES INC	45		
	GENERAL TIRE INTERNATIONAL CO	799		
	TOTAL	263,501	0.71	45.52
27.	INTL BUSINESS MACHINES CORP	256,304		
	SCIENCE RESEARCH ASSOCIATES INC	177		
	SERVICE BUREAU CORP	142		
	TOTAL	256,623	0.70	46.22

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
28.	RAYMOND MORRISON KNUDSEN (JV)	254,000	0.69	46.91
29.	INTERNATIONAL TELEPHONE + TEL CORP	120,206		
	BARTON INSTRUMENT CORP	27		
	BOBBS-MERRILL CO, INC	11		
	ITT CONTINENTAL BAKING CO	1,746		
	E T C, INC	79		
	FEDERAL ELECTRIC CORP	66,088		
	ITT ELECTRO PHYSICS LABORATORIES	3,044		
	ITT SILFILLAN INC	38,643		
	ITT HAMMEL DAHL	11		
	ITT TECHNICAL SERVICES INC	8,392		
	JENNINGS RADIO MFG CORP	20		
	TOTAL	238,267	0.65	47.56
30.	TENNECO INC			
	DAVIS MFG, INC	203		
	GAS EQUIPMENT ENGRS, INC	15		
	NEWPORT NEWS SHIPBLD + DRY DOCK CO	236,024		
	TENNECO CHEMICALS, INC	467		
	TOTAL	236,679	0.64	48.20
31.	DUPONT E I DE NEMOURS + CO	41,582		
	REMINGTON ARMS CO	170,383		
	TOTAL	211,965	0.57	48.77
32.	F M C CORP	189,639		
	GUNDERSON BROS ENGINEERING CORP	3,807		
	KILBY STEEL CO INC	2,179		
	TOTAL	195,625	0.53	49.30
33.	NORRIS INDUSTRIES	187,553	0.51	49.81
34.	BENDIX CORP	177,806		
	BENDIX FIELD ENGINEERING CORP	5,923		
	BENDIX WESTINGHOUSE AUTOMOTIVE	129		
	FRAM CORP	433		
	MARINE ADVISERS, INC	31		
	P + O MFG CO INC	78		
	SCOTT TESTERS, INC	37		
	TOTAL	184,437	0.50	50.31
35.	HERCULES INC	179,364		
	HAYES INDUSTRIES INC	258		
	TOTAL	179,622	0.49	50.80
36.	NORTHROP CORP	106,992		
	HALLICRAFTERS CO	32,468		
	NORTHROP CAROLINA INC	4,874		
	PAGE COMMUNICATIONS ENGINEERS INC	34,311		
	WARNECKE ELECTRON TUBES, INC	262		
	TOTAL	178,907	0.48	51.28

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
37.	UNIROYAL INC UNIROYAL INTERNATIONAL CORP	174,061 27		
	TOTAL	174,088	0.47	51.75
38.	T R W INC CRESCENT INSUL WIRE + CABLE CO, INC GLOBE INDUSTRIES INC GREGORY INDUSTRIES, INC INTERNATIONAL CONTROLS CORP RAMSEY CORP T R W SEMICONDUCTORS, INC UNITED-CARR, INC	169,487 73 316 12 380 33 29 49		
	TOTAL	170,379	0.46	52.21
39.	PAN AMERICAN WORLD AIRWAYS INC	167,437	0.45	52.66
40.	ASIATIC PETROLEUM CORP	155,583	0.42	53.08
41.	MOBIL OIL CORP MOBIL CHEMICAL CO MOBIL OIL NEW ZEALAND, LTD	151,479 12 24		
	TOTAL	151,515	0.41	53.49
42.	STANDARD OIL CO OF CALIF CALTEX ASIA LTD c/ CALTEX AUSTRALIA c/ CALTEX OIL PRODUCTS CO c/ CALTEX OIL THAILAND LTD c/ CALTEX OVERSEAS LTD c/ CALTEX PHILIPPINES INC c/ CHEVRON ASPHALT CO CHEVRON CHEMICAL CO CHEVRON OIL CO CHEVRON OIL TRADING CO CHEVRON SHIPPING CO STANDARD OIL CO KENTUCKY	73,406 2,866 13 61,280 2,058 311 70 33 552 3,323 273 192 4,396		
	TOTAL	148,773	0.40	53.89
43.	FAIRCHILD HILLER CORP BURNS AERO SEAT CO INC	148,549 37		
	TOTAL	148,586	0.40	54.29
44.	COLLINS RADIO CO	145,751	0.40	54.69
45.	KAISER INDUSTRIES CORP HYDRAMAR CORP KAISER AEROSPACE + ELECTRONICS CO KAISER JFEF CORP KAISER STEEL CORP NATIONAL STEEL + SHIPBUILDING CO	495 173 2,936 118,517 11,095 9,182		
	TOTAL	142,398	0.39	55.08

Rank	Companies	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
46.	GENERAL TELEPHONE + ELECTN CORP	25		
	AUTOMATIC ELECTRIC CO	9,029		
	AUTOMATIC ELECTRIC SALES CORP	200		
	FLEETWOOD CORP	15		
	GENERAL TELEPHONE + ELECTRONIC LAB	268		
	GENERAL TELEPHONE CO SOUTHEAST	52		
	GENERAL TELEPHONE DIRECTORY CO	58		
	HAWAIIAN TELEPHONE CO	8,026		
	LENKURT ELECTRIC CO INC	9,556		
	SYLVANIA ELECTRIC PRODUCTS INC	113,247		
	TOTAL	140,476	0.38	55.46
47.	DAY + ZIMMERMAN INC	137,793	0.37	55.83
48.	TEXAS INSTRUMENTS INC	132,483	0.36	56.19
49.	FEDERAL CARTRIDGE CORP	131,901	0.36	56.55
50.	MAGNAVOX CO	126,245		
	GENERAL ATRONICS CORP	4,003		
	SELMER (H+A), INC	12		
	SENTINEL, INC	22		
	TOTAL	130,282	0.35	56.90
51.	THICKOL CHEMICAL CORP	127,901		
	DELTA CORP	65		
	UNIPLEX, INC	104		
	TOTAL	128,070	0.35	57.25
52.	TEXACO INC	22,966		
	CALTEX ASIA LTD c/	2,866		
	CALTEX AUSTRALIA c/	12		
	CALTEX OIL PRODUCTS CO c/	61,279		
	CALTEX OIL THAILAND LTD c/	2,057		
	CALTEX OVERSEAS LTD c/	310		
	CALTEX PHILIPPINES INC c/	70		
	JEFFERSON CHEMICAL CO INC	695		
	TEXACO EXPORT INC	30,305		
	TEXACO PUERTO RICO INC	2,855		
	TEXACO TRINIDAD INC	17		
	WHITE FUEL CO INC	541		
	TOTAL	123,973	0.34	57.59
53.	CHRYSLER CORP	117,688		
	CHRYSLER OUTBOARD CORP	4,128		
	TOTAL	121,816	0.33	57.92
54.	PACIFIC ARCHITECTS + ENGINEERS INC	120,959	0.33	58.25
55.	SANDERS ASSOCIATES INC	117,707		
	MITHRAS INC	775		
	TOTAL	118,482	0.32	58.57

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
56.	UNITED STATES STEEL CORP REACTIVE METALS INC U S STEEL INTERNATIONAL, INC	109,720 291 7,787		
	TOTAL	117,798	0.32	58.89
57.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	57,878 56,484 2,098		
	TOTAL	116,460	0.32	59.21
58.	SINGER CO CONTROLS CO OF AMERICA EMC INSTRUMENTATION, INC FRIDEN, INC GENERAL PRECISION EQUIPMENT CORP GRAFLEX INC HRB-SINGER, INC NATIONAL THEATRE SUPPLY CO SINGER GENERAL PRECISION INC SINGER SEWING MACHINE CO STRONG ELECTRIC CORP TELE-SIGNAL CORP VAPOR CORP	1,301 439 73 1,906 40 1,060 7,749 29 91,822 112 644 9,099 1,968		
	TOTAL	116,242	0.32	59.53
59.	CHAMBERLAIN MFG CORP	115,925	0.31	59.84
60.	LEAR SIEGLER INC AMERICAN AVITRON ASTEK INSTRUMENT CORP L S I SERVICE CORP LIGHTING PRODUCTS, INC NATIONAL BROACH + MACHINE CO TRANSPORT DYNAMICS INC	83,650 443 11 31,247 33 11 358		
	TOTAL	115,753	0.31	60.15
61.	AMERICAN MACHINE + FOUNDRY CO AMF BEAIRD, INC AMF TUBOSCOPE, INC CUNO ENGINEERING CORP HARLEY-DAVIDSON MOTOR CO	115,025 27 82 91 41		
	TOTAL	115,265	0.31	60.46
62.	COLT INDUSTRIES, INC CHANDLER EVANS, INC COLTS INC CRUCIBLE STEEL CORP ELOX CORP FAIRBANKS MORSE, INC HOLLEY CARBURETOR CO PRATT + WHITNEY INC	7,866 9,273 84,792 158 89 5,596 4,244 2,407		
	TOTAL	114,425	0.31	60.77
63.	EASTMAN KODAK CO EASTMAN CHEMICAL PRODUCTS CORP EASTMAN KODAK STORES INC KODAK EXPORT, LTD	108,998 48 764 38		
	TOTAL	109,848	0.30	61.07

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
64.	CITY INVESTING CO			
	AMERICAN ELECTRIC CO	43,818		
	HAYES HOLDING CO	50,431		
	MOE (A E) + CO, INC	15		
	RHEEM MFG CO	247		
	WELLS MACHINE, INC	14,613		
	WILSON SHIPYARD, INC	75		
	TOTAL	109,199	0.30	61.37
65.	WHITTAKER CORP	60,195		
	AIRCRAFT HYDRO-FORMING, INC	345		
	AMERICAN FINISHING CO	159		
	BERWICK FORGE + FABRICATING CORP	174		
	COLUMBUS MILPAR + MFG CO	27,224		
	DETROIT BOLT + NUT CO	35		
	GENERAL AEROSPACE MATERIALS CORP	412		
	HOL-SAR MFG CORP	3,438		
	JENKS METALS CO	880		
	MAY ALUMINUM, INC	402		
	NAUTEC CORP	66		
	PRECISION FORGE CO	980		
	SPACE SCIENCES, INC	266		
	STRAIGHTLINE MFG CO	13,112		
	TOTAL	107,688	0.29	61.66
66.	AMERICAN MFG CO OF TEXAS	106,745	0.29	61.95
67.	MASSACHUSETTS INSTITUTE TECHNOLOGY	100,519	0.27	62.22
68.	GULF OIL CORP	86,445		
	GULF GENERAL ATOMIC, INC	5,883		
	GULF OIL TRADING CO	2,988		
	INDUSTRIAL ASPHALT INC	298		
	PITTSBURG MIDWAY COAL MINING CO	330		
	TOTAL	95,942	0.26	62.48
69.	NATIONAL PRESS INDUSTRIES INC	94,908	0.26	62.74
70.	KIDDE WALTER + CO INC	10,632		
	AMERICAN DESK MFG CO	72		
	ASSOCIATED TESTING LABS INC	51		
	AUDIO EQUIPMENT CO INC	565		
	CARPENTER MFG CO	56		
	CHOTOS GLASS CO	55		
	COLUMBIAN BRONZE CORP	246		
	CRAIG SYSTEMS CORP	2,111		
	CRANE HOIST ENGR CORP	185		
	DURA CORP	116		
	FENWAL INC	840		
	GROVE MFG CO	845		
	HARRINGTON + RICHARDSON INC	25,767		
	UNITED STATES LINES CO	50,380		
	TOTAL	91,921	0.25	62.99

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
71.	SIGNAL COMPANIES INC (THE) ALLISON STEEL MFG CO DUNHAM BUSH INC GARRETT CORP MACK TRUCKS INC SIGNAL OIL + GAS CO SOUTHLAND OIL CORP	29 85 501 72,698 11,404 5,606 942		
	TOTAL	91,265	0.25	63.24
72.	CURTISS WRIGHT CORP DORR-OLIVER CORP MARQUETTE METAL PRODUCTS CO METAL IMPROVEMENT CO ZARKIN MACHINE CO	90,680 28 213 90 150		
	TOTAL	91,171	0.25	63.49
73.	HARVEY ALUMINUM INC HARVEY ALUMINUM SALES	21,606 68,852		
	TOTAL	90,458	0.25	63.74
74.	STATES MARINE LINES INC	87,059	0.24	63.98
75.	REYNOLDS (RJ) INDUSTRIES, INC EQUIPMENT INC GULF PUERTO RICO LINES, INC REYNOLDS (RJ) FOODS, INC SEA-LAND SERVICE, INC	18,474 3,346 384 456 62,269		
	TOTAL	84,929	0.23	64.21
76.	AEROSPACE CORP	76,245	0.21	64.42
77.	MOTOROLA INC MOTOROLA OVERSEAS CORP	73,061 103		
	TOTAL	73,164	0.20	64.62
78.	AUTOMATION INDUSTRIES, INC CONSOLIDATED AMERICAN SERVICES INC FACILITIES MGMT CORP SPARTAN AVIATION, INC VITRO CORP OF AMERICA	1,617 550 4,985 3,157 62,802		
	TOTAL	73,112	0.20	64.82
79.	TALLEY INDUSTRIES, INC BRAINCON CORP GENERAL TIME CORP LAKEVILLE PRECISION MOLDING, INC WATERBURY BUTTON CO WATERBURY COMPANIES, INC	21,273 32 50,665 38 77 385		
	TOTAL	72,470	0.20	65.02
80.	HARRIS-INTERTYPE CORP GATES RADIO CO PRD ELECTRONICS, INC R F COMMUNICATIONS, INC RADIATION, INC	1,159 371 39,393 3,516 27,167		



Rank	Companies	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
80.	HARRIS-INTERTYPE CORP			
	TOTAL	71,606	0.19	65.21
81.	FIRESTONE TIRE + RUBBER CO	66,640		
	HAMILL MFG CO	16		
	TOTAL	66,656	0.18	65.39
82.	SEATRAN LINES INC	41,906		
	COMMODITY CHARTERING CORP	3,169		
	HUDSON WATERWAYS CORP	15,822		
	TRANSEASTERN SHIPPING CORP	3,675		
	TOTAL	64,572	0.18	65.57
83.	ALUMINUM COMPANY OF AMERICA	64,331		
	REA MAGNET WIRE CO, INC	109		
	WEAR EVER ALUMINUM INC	18		
	TOTAL	64,458	0.17	65.74
84.	HUGHES TOOL CO	63,693	0.17	65.91
85.	NATIONAL GYPSUM CO	63,214	0.17	66.08
86.	HAZELTINE CORPORATION	60,472		
	WHEELER LABORATORIES, INC	81		
	TOTAL	60,553	0.16	66.24
87.	WESTERN UNION TELEGRAPH CO	57,686	0.16	66.40
88.	CONTROL DATA CORP	50,757		
	ASSOCIATED AERO SCIENCE LABS INC	1,352		
	C E I R INC	541		
	ELECTRONIC ACCOUNTING CARD CORP	894		
	PACIFIC TECHNICAL ANALYSTS, INC	3,293		
	T R G INC	76		
	TOTAL	56,913	0.15	66.55
89.	WHITE MOTOR CORP	25,056		
	HERCULES ENGINES INC	30,751		
	MINNEAPOLIS MOLINE INC	465		
	OLIVER CORP	12		
	TOTAL	56,284	0.15	66.70
90.	CONTINENTAL AIR LINES INC	55,242	0.15	66.85
91.	WORLD AIRWAYS INC	54,930	0.15	67.00

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
92.	ATLANTIC RICHFIELD CO SINCLAIR KOPPERS CO SINCLAIR OIL CORP SINCLAIR REFINING CO	31,347 13 8,387 14,590		
	TOTAL	54,311	0.15	67.15
93.	TUMpane CO INC	53,963	0.15	67.30
94.	CESSNA AIRCRAFT CO AIRCRAFT RADIO CORP	52,685 732		
	TOTAL	53,417	0.14	67.44
95.	SMITH INVESTMENT CO SMITH A O CORP SMITH A O OF TEXAS	51,567 134		
	TOTAL	51,701	0.14	67.58
96.	SVERDRUP + PARCEL + ASSOCS INC ARO INC	430 49,817		
	TOTAL	50,247	0.14	67.72
97.	DYNALECTRON CORP	50,049	0.14	67.86
98.	LETOURNEAU R G INC	49,903	0.14	68.00
99.	FLYING TIGER LINE INC	48,261	0.13	68.13
100.	SOUTHERN AIRWAYS INC	48,260	0.13	68.26 d/

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1969 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.

- d/ Does not agree with percentage shown on page 7 due to rounding.

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